

Hospital		City / Town	County	Teaching Status [1]	Fiscal Year End	Number of Months Data	
Lawrence General Hospital		Lawrence	Essex	Nonteaching	09 / 30	6	
Financial Performance Indicators	FY99	FY00	FY01	FY02	FY03 Q2	MA Industry Median FY03 Q2	NorthEast US Median FY01 [2]
<b>Profitability</b>							
Operating Margin	3.89%	0.57%	-0.44%	1.04%	-0.69%	-1.1%	not available
Non-Operating Margin	2.70%	1.60%	0.25%	-0.10%	0.10%	0.4%	not available
Total Margin	6.59%	2.17%	-0.19%	0.94%	-0.60%	-0.5%	1.9%
Operating Surplus (Loss)	\$3,880,248	\$557,338	(\$471,000)	\$1,214,000	(\$423,000)	---	---
Total Surplus (Loss)	\$6,580,248	\$2,138,338	(\$205,000)	\$1,101,000	(\$365,000)	---	---
<b>Liquidity</b>							
Current Ratio	1.35	1.36	1.50	1.64	1.61	1.61	1.64
Days in Accounts Receivable	64.06	61.31	62.65	58.59	59.49	52.3	60.4
Average Payment Period	47.50	53.85	48.22	43.21	44.86	51.7	65.9
<b>Solvency/Capital Structure</b>							
Debt Service Coverage (Total) [3]	4.52	2.72			---	---	2.79
Cashflow to Total Debt [3]	47.78%				---	---	15.5%
<b>Other</b>							
Total Net Assets	\$43,311,000	\$46,024,000	\$50,806,000	\$50,666,000	\$50,308,000	---	---
Net Patient Service Revenue [4]	\$95,156,304	\$94,289,669	\$102,671,042	\$113,855,000	\$59,343,000	---	---

### FY03 Q2 Filing based on hospital's internal financial statements.

Data Sources: FY99 - FY01 data is drawn from DHCFF-403 Cost Report, Schedule 23. FY02 data drawn from DHCFF annual filing. FY03Q2 data drawn from DHCFF Quarterly Filing  
CAVEATS: FY99 - FY02 data is unaudited but reviewed by the Division for consistency with the Audited Financial Statements. DHCFF filings may not reflect all of the financial resources available to the hospital -- for example, resources available through associations with foundations or parents/affiliates. Financial information must be interpreted within the context of other factors, including, but not limited to, management plans, reimbursement changes, market behavior, and other factors affecting performance.  
Comments: Hospitals may also submit comments which further explain or clarify specific data items. Any such disclosures are shown below.

These statements are unaudited and subject to change.

#### Notes:

[1] According to the Medicare Payment Advisory Commission (MEDPAC), a major teaching hospital is one with at least 25 FTE residents per 100 inpatient beds.

[2] Northeastern U.S. Median data from The "2003 Almanac of Hospital Financial & Operating Indicators". The Center for Healthcare Industry Performance Studies (CHIPS)/St. Anthony/Medicode INGENIX.

[3] Not applicable to Quarterly analysis due to shortened time frame.

[4] Net Patient Service Revenue includes Premium Revenue.